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Competitor

China's Apple Juice Concentrate Situation

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Report Highlights:

China continues to be a major apple juice concentrate producer. During the 2001/2002 marketing year, production is estimated to have reached nearly 250,000 tons. Along with production, exports continue to climb. However, since the U.S. anti-dumping case, China has maintained export price controls on apple juice concentrate.

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Production

China produced approximately 220,000 tons of apple juice concentrate during the year 2000/2001 production season and during the year 2001/2002 season reached nearly 250,000 tons. The output for 2001/2002 represents a multi-fold increase over China's 1995 production of less than 20,000 tons. However, total production is less than half of China's estimated apple juice concentrate production capacity of 500,000 tons per year. The apple juice concentrate production is generally recognized to start on July 1 every year and end on June 30.

Before the mid 1990s, China's apple juice concentrate industry was insignificant. The 1991 China Food Yearbook noted that the country's total fruit juice concentrate production in 1990 was less than 10,000 tons and much of that amount was citrus juice concentrate. The 1991 yearbook also listed 25 concentrate producers in China whose total output equaled 5,037 tons. Only four of the listed 25 were apple juice concentrate producers and their total production was 1,653 tons.

By the mid to late 1990s, both the number of apple juice concentrate producers and concentrate production had risen quite dramatically. In 1998, according to the China Food Yearbook, China had 55 factories specializing in apple juice concentrate production and a hourly production capacity of 529 tons. Total apple juice concentrate production that year was 90,900 tons. A shift in factory management also occurred at the same time. Before the mid 1990s, China's big concentrate factories were all state-owned, but by the late 1990s individuals and private companies were contracted to run the factories.

In addition, during the 1990s, World Bank investment played a major role in expanding the number of apple juice concentrate factories at least in Shaanxi province. The assistance is confirmed by a few of these factories whose web sites mention World Bank loans facilitated their start-up. In 1995, the province only had five factories, but by 2000 the number had risen to over 20. Seventeen of these facilities are claimed to have state-of-the-art equipment and machinery. However, by 2000, most of these Shaanxi producers were losing money due to capacity underutilization, high remaining stocks, limited floating capital, and negative international price trends.

At the present time, a vast majority of China's apple juice concentrate factories are located in the country's main apple producing provinces. These provinces include: Shandong, Shaanxi, Henan, and Liaoning. Local sources estimate that China's currently has over seventy factories with the capacity to make apple juice concentrate and these factories operate approximately 100 production lines. Most of these factories only produce small amounts annually. According to one Chinese newspaper article, 20 to 30 percent of China's concentrate production lines currently are not in operation. A few recent reports have noted that some of Shaanxi province's factories are now closed or have switched to other products. This trend also describes the industry's situation in Shandong province. While the number of apple juice concentrate producers in the province a few years ago was 22, according to industry sources this number has declined to approximately 10.

Apple juice concentrate manufacturers in China can be classified as either specialized producers or opportunist producers. Specialized producers tend to have large production capacities, use imported production equipment, and focus on apple juice concentrate production. Opportunist producers usually have small production capacities, use domestically made production equipment, and produce products which at the time generate the most profit for the company. The production capacity threshold dividing the two types of producers from each other is approximately 10,000 tons per year.

China's largest apple juice concentrate producer is Shandong province's Zhonglu Juice Company Limited. Located in the province's eastern half, the company last year produced an estimated 50,000 tons of apple juice concentrate and exported 98 percent of its output. According to an industry source, the company operates seven production lines at three separate locations and uses production equipment imported from Europe. The second largest producer is the North Andre Juice Company, also located in Shandong province. This company last year produced around 30,000 tons of apple juice concentrate and has a production capacity of approximately 40,000 tons.

The main competitive advantage that China's apple juice concentrate industry has over other countries' industries is low cost raw materials. Due to China's large annual apple harvest, concentrate producers often pay as little as one to four Jiao (U.S.\$ 0.01 - 0.05) per kilogram for apples.

Another competitive advantage of China's apple juice concentrate industry is low labor costs. For example, according to the 2001 China Statistical Yearbook, the annual average worker and staff wage in the manufacturing sector (including food processing) in China during the year 2000 was 8,750 Yuan (\$1,059.32). Since many of China's concentrate factories are located in rural areas, the actual labor costs are even lower. A media source claimed that these factories' labor costs tended to be approximately \$730 a year per worker. The main expenses often are water and electricity to run the factories. The exchange rate between the Chinese Yuan and the U.S. Dollar is approximately 8.26 Yuan to the Dollar.

Despite these competitive advantages, some producers have recently complained about the size of their margins and are considering quitting the business. According to a recent newspaper article, apple juice concentrate margins for Chinese producers now range between one and ten percent.

The quality of the apples purchased by China's concentrate makers tends to be low, because most growers and distributors only sell their poorer quality apples to processors. Higher quality apples often fetch much higher prices from consumers. In addition, the varieties of apples used by concentrate producers are usually not the most appropriate for making apple juice concentrate. Although many of China's apple juice concentrate producers would prefer to use Guoguan and Qinguan apples, two Chinese apple varieties with high acid content, most producers generally rely on whatever apples are locally available regardless of variety and presently the most widely grown variety is the Red Fuji. Red Fuji during the 2001/2002 crop year accounted for an estimated 50 to 60 percent of China total apple production. In Shandong province's Yantai region where most of the province's apples are grown and a large amount of concentrate production

capacity is located, Red Fujis recently accounted for over 85 percent of its apple crop.

China's apple juice concentrate producers are not ignorant of this problem and how it affects their product. Over a year ago, during a newspaper interview with one concentrate factory manager located in Henan province's Lingbao county, the manager complained that his factory can not locally find the appropriate apple varieties necessary to produce concentrate with a higher acidity level. He stated that local growers are inexperienced with growing the necessary varieties and seedlings of these varieties are difficult to find. The manager also mentioned that his factory once planned to arrange for the import of seedlings of the desired varieties, but the plan could not be implemented when the local government failed to help and claimed that it could not organize the growers in any way to assist with implementing the plan. Nearly all of China's apple juice concentrate has an acidity level ranging between 1.0 and 1.5 percent. The highest acidity level usually reached through using any variety of Chinese apples is only 2.0 percent. Local Chinese newspapers have reported the connection between concentrate sales price and acidity level, claiming that international prices usually increase by 1,000 Yuan (U.S.\$ 120.80) for each 0.5 percent rise in acidity level.

According to a locally published report last year, China's apple juice concentrate industry's current demand for high acidity apples has already reached about 800,000 tons, but domestic production of such apples is less than 300,000 tons. The article also noted that 70 percent of the country's apple juice factories do not have access to high acidity apples.

When producing concentrate, the manufacturers often fail to sort their apples by size, variety, or even condition. Apples upon delivery are usually mixed into a single pile and from this pile feed into the production line.

The amount of apples a manufacturer needs in order to produce a single ton of juice concentrate varies in China. According to one producer in Shandong province's Yantai region, only five or six tons are necessary for those factories with good equipment, but nine to ten tons are necessary for those with poor equipment. However, several Chinese newspaper articles have often implied eight to ten tons are necessary when noting apple tonnage needed to make specific amounts of concentrate.

As with agricultural crops, China's apple juice concentrate production tends to be seasonal with most production occurring between the months of August and January. This time period also coincides with China's apple harvesting season. The main reason behind producing for only six months or less is that most, if not all, manufacturers neglect to invest in storage facilities for raw materials. When apples for processing are brought to factories, it is not uncommon for producers to solely rely on concrete surfaces, i.e. company parking lots, as places to keep their apples before processing into concentrate, thus leaving the apples exposed to the elements. Sometimes manufacturers will erect minimalist protection structures, i.e. open air tents, to give their raw materials some protection, but this activity does not occur very often. Any existing storage capacity at these factories usually is used for finished product only. During the off season, most factories spend the time to retool and repair their equipment.

Production Policy

China, as general national policy, has been encouraging greater development of its food processing industry in order to take advantage of increases in cash crop production which includes apples, but creating and implementing specific activities to assist the development of the apple juice concentrate industry has been the task of provincial and local government offices. In Shaanxi province, for example, the provincial government was very supportive of investment in local fruit processing industry, particularly in regards to apple juice concentrate production. Provincial authorities assisted the industry's development by speeding up approval procedures for new ventures and giving special tax benefits. However, this policy changed after international apple juice concentrate prices began to fall and a moratorium was placed on starting new juice concentrate ventures.

Although local government support for investment in apple juice concentrate factories is waning in many places due to low international prices, some localities in nearly every province in northern China at the present time are still promoting juice concentrate investment projects. For example, in Gansu province which is located to the west of Shaanxi province, the Tianshui Great Wall Appliances Group and the Shaanxi Hengxing Juice Company Limited together invested 63,000,000 Yuan (U.S.\$7,627,119) in order to create the Gansu Tianshui Great Wall Juice Company Limited. This new company, established in Gansu province, will have imported concentrate production lines from Germany and Sweden and have the capacity to produce ten thousand tons of concentrate per year.

Local governments have not confined their actions in regards to the apple juice concentrate industry to encouraging and facilitating investment solely. Sometimes local governments will interfere with individual producers' operations. According to one local newspaper article, a concentrate producer in Henan province was pressured by his local government to buy more apples from local farmers who had trouble selling their apples. Although the producer complied with the local government's wishes, he complained that the apples were not appropriate for his operations. The apples in question had low acidity content and high sugar content.

Trade

Most of China's apple juice concentrate is exported abroad and the amounts that are exported have been continuously rising over the last few years. According to recent local Chinese news articles, over 85 percent of China's annual apple juice concentrate is exported abroad. Reports from provincial news sources help confirm this national figure. For example, according to one news article, over 90 percent of Shaanxi's production over the last few years was exported.

The main destinations of China's apple juice concentrate exports over the last few marketing years have been the United States, Netherlands, Japan, Germany, and Australia. During this marketing year, Canada and Russia have been big customers too. The United States' position as one of the leading destinations of Chinese apple juice concentrate exports and continuously rising imports thereof, according to China's Custom's statistics, appears odd, given the anti-dumping case in the late 1990s brought by U.S. apple growers and the resulting countervailing duties.

However, since these duties only were imposed against particular Chinese producers and not against the industry as a whole, some industry sources have speculated that U.S. buyers simply switched Chinese factory sources after the duties were announced. One Chinese apple juice concentrate producer/exporter in the past at the bi-annual Guangzhou Trade has advertised itself as a company that is not subject to the U.S. countervailing duties.

China's Customs authorities currently classify apple juice concentrate under HS Code line "2009.7000", but not everything classified under this line and exported from China is apple juice concentrate. Apple juice drinks made from concentrate are also included, but often make up only a very small percentage of exports. For example, one recent Chinese newspaper report claimed that China's apple juice concentrate exports were 119,431 tons during the first six months of 2001, while total exports classified under HS Code line "2009.7000" for that same time period were 120,146 tons.

Trade Policy

China's national government for many years tended to take a free market approach towards the export of country's apple juice concentrate, but in 1999 when the U.S. announced its anti-dumping duties against certain Chinese apple juice concentrate producers the situation changed. During August 1999 in the Shandong provincial city of Yantai, the China Food, Native & Livestock Products Import & Export Association convened a meeting of China's major apple juice concentrate manufacturers. At the meeting, three different price floor were established according to the concentrate's asmalic acid percentages. The established prices were: below 1.5 percent acidity, U.S.\$730/ton F.O.B.; 1.5 to 1.8 percent acidity, U.S.\$800/ton F.O.B.; and above 1.8 percent acidity, U.S.\$850/ton F.O.B.. New regulations governing China's apple juice concentrate soon followed (See Appendix 1: Notice on Implementation of the Verification and Approval System Regarding Export Price of Apple Juice Concentrate (1999 MOFTEC Files No. 504) and Appendix 2: Coordinative and Administrative Measures on Apple Juice Exports).

How strictly Chinese government agencies have enforced the established export price floors over the years is uncertain, but according to a few reports to Post the agencies at least in the early stages enforced compliance with the rules. For example, one South African apple juice concentrate buyer told Post that during early 2000 quoted export prices remained above the established price floors.

Some local authorities from provinces where the apple juice concentrate industry is well established have also implemented related regulations. In Shaanxi province, the provincial Inspection and Quarantine Bureau on 17 August 2000 issued a set of apple juice export regulations entitled "Shaanxi Region Exported Apple Juice Quarantine and Inspection: Methods on Supervision and Administration". These regulations called for the inspection of Shaanxi produced apple juice and outlined inspection methodology. The inspection regulations covered both product and packaging materials, including wood packing materials, and stated that any inspection should not take longer than 90 days.

Domestic Consumption

Domestic consumption of Chinese made apple juice concentrate has been limited. The main reason is not that potential demand for apple juice drinks does not exist in China, but due to payment problems existing in China's current internal food and beverage distribution system and general consumer preferences towards fresh fruit versus juice.

Food and beverage product distribution and retailing in China heavily relies on credit. Without credit, a vast majority of manufacturers could not sell to distributors and a vast majority of distributors in turn could not sell to retailers. Manufacturers under this system are usually the last people to get paid, because every participant in the distribution chain is waiting on the end consumer to buy and hand over their cash. Once enough product retail transactions are completed, the retailer pays the distributors and then the distributor pays the manufacturer. Although in many cases sales contracts record specific payment time frames, deadlines are not necessarily met all of the time. Some retailers in China can take upwards of six months to repay suppliers, even when contracts specify much shorter credit re-payment periods. The only exceptions to this situation are the kiosk retailers who are usually forced by suppliers to pay up-front for products due to the small size of orders.

Due to this food and beverage distribution system in China, Chinese exporters find it easier and more profitable to deal with overseas buyers instead. For exports, usually only one transaction is required before the manufacturer receives payment and payments are made in foreign currency. Although the Chinese Yuan's value has been pretty stable for many years and the country's inflation rate low, it still is not internationally recognized as a completely convertible currency and thus limits a user's purchasing flexibility. For example, a producer with foreign currency more readily can purchase imported equipment and machinery versus a producer who only has Chinese Yuan.

Another problem faced by China's apple juice concentrate manufacturers in regards to expanding their domestic market is that most local consumers currently tend to view fruit juice as substitute product for and not a complementary product to fresh fruit. China's per capita juice consumption presently is approximately 0.1 liter, a figure much smaller than the approximately 10 liters per capita estimated for developed countries.

Appendix I:

Notice on Implementation of the Verification and Approval System Regarding Export Price of Apple Juice Concentrate

MOFTEC and Customs General Administration of the People's Republic of China
(1999) MOFTEC Files No. 504

Translated by Zhu Lizhi, Agricultural Trade Assistant, ATO Guangzhou

Attention: MOFTEC branch offices of different provinces, autonomous regions, cities under the direct leadership of the central government and special planned cities, Customs General Administration of the People's Republic of China Guangdong Branch, Branch Customs directly under the Customs General Administration, the Price Information Center of the Customs General Administration and China Food, Native & Livestock Products Import & Export Association.

The Department of Commerce of the United States on 9 June 1999 officially lodged a request to investigate the dumping of Chinese apple juice concentrate exported to the U.S. Before the request's filing, in order to minimize the possibility of filing for anti-dumping duties, the eleven Chinese enterprises responding to the lawsuit adjusted the export price of apple juice concentrate, which provided solid grounds for defending against the anti-dumping lawsuit.

In order to further regulate exports of apple juice concentrate, to prevent other anti-dumping investigations against the Chinese apple juice concentrate in other countries and regions, to ensure a favorable result from defending the anti-dumping lawsuit of the Chinese apple juice concentrate, and comply with MOFTEC's Temporary Administration on the Chinese Export Commodities, China Food, Native & Livestock Products Import & Export Association shall exert administration and coordination on the exportation of the Chinese apple juice concentrate. Specific regulations shall be as follows:

1. A verification and approval system shall be implemented for the export price of apple juice concentrate. China Food, Native & Livestock Products Import & Export Association shall, in accordance with the Temporary Regulations on the Verification and Approval System Regarding the Export Price of the Key Export Commodities, check the relevant documents submitted by the export enterprises carefully and put the "special seal of export price verification" on the export contract of those enterprises meeting the export requirements. Customs shall approve clearance after checking the price on the export contract approved by the Association. Customs shall not accept any unapproved export contract for clearance.

2. China Food, Native & Livestock Products Import & Export Association shall organize relevant enterprises to stipulate the administrative and coordinative regulations on apple juice concentrate and report to MOFTEC and the Customs General Administration for filing.

China Food, Native & Livestock Products Import & Export Association shall, according to the changing demand of the world market, organize relevant enterprises to adjust the agreed export price and total export volume of apple juice concentrate, closely follow up and supervise the export enterprises in order to prevent and minimize the possibility of anti-dumping lawsuits being lodged by foreign countries.

3. The export enterprises shall strictly observe the coordinative and administrative regulations on apple juice concentrate. Once the export enterprises are found to have violated the regulations,

MOFTEC shall exert punishments on them in accordance with relevant regulations.

4. This notice shall be take effect the day it is published. MOFTEC and the Customs General Administration shall be notified if anything unexpected occurs.

Ministry of Foreign Trade and Economic Cooperation
Customs General Administration of the People's Republic of China
August 24, 1999

Appendix II:

Coordinative and Administrative Measures on Apple Juice Exports

Translated by Zhu Lizhi, Agricultural Trade Assistant, ATO Guangzhou,
from International Trade of Agricultural Products, Issue 2000 Spring

China Food, Native & Livestock Products Import & Export Association established the Coordinative Group for Apple Juice Exports of the China Food, Native & Livestock Products Import and Export Association (hereinafter referred to as Coordinative Group) to be responsible for coordinating and administrating apple juice exports, according to the Temporary Administrative Rules on Exported Commodities stipulated by China's Ministry of Foreign Trade and Economic Cooperation (MOFTEC), and has stipulated the following measures.

I. The measures are used to coordinate exportation of apple juice, to regulate the market and to promote China's apple juice exports on the basis of abiding by China's laws and regulations, implementing foreign trade policies and safeguarding the interests of the nation as well as the industry.

II. Contents of Coordination and Administration:

The tariff code of apple juice is "2009.7000". The coordinative and administrative activities of the Coordinative Group will cover quantity, price, market and customers of apple juice exports.

III. Measures of Coordination and Administration:

1. Any export companies, manufacturers, and foreign-invested enterprises directly engaged in the exportation of apple juice should join the Coordinative Group and be subordinated to the coordination and administration of the Group. Non-member companies are not allowed to have any direct involvement in the exportation of apple juice.

2. According to the Notice on Implementation of the Verification and Approval System Regarding Export Price of Apple Juice Concentrate (1999 MOFTEC Files No. 504), in conjunction with MOFTEC and Customs General Administration of the People's Republic of China, the China Food, Native & Livestock Products Import and Export Association will implement the verification and approval system for export contracts of apple juice concentrate. The application and handling procedures are as follows:

a. Before Customs clearance, an exporting company should first fax the export contract to the

Association, and provide a duplicate of the L/C and other relevant documents if necessary.

b. The export contract provided by the exporting company should include export destination, specimen, specifications, amount, unit price, and FOB price.

c. If the exporting company has submitted all required documents and the export price is in compliance with the agreed price of the industry, the Association puts the "special seal of export price verification" on the export contract (faxed copy) and sends the sealed export contract back to the company, within two working days (based on the date when the contract is mailed) after the Association has received the application documents (faxed copies).

d. The Association will not approve export contracts that are not in compliance and will notify the company within two working days.

e. Customs will approve clearance after checking the price on the export contract approved by the Association when a company goes to Customs for clearance. Customs will not accept any unapproved export contract for clearance.

f. The period of validity for any export contract approved by the Association should not extend beyond the next effective date of the agreed price set by the industry. Otherwise, the exporting company must repeat all of the above-mentioned procedures for application again.

g. The Association will monitor and investigate the verification and approval of export contracts on a regular basis and will check the exporting companies' invoices, bills, and foreign currency exchange verifications related to the commodity, if necessary, and report to higher authorities.

3. The Association will supervise and urge exporting companies to implement related regulations regarding safety and quality administration on exported food and assist the commodity inspection sector to examine manufacturers. Any factories not in compliance with the register rules of food processing will not be allowed to manufacture apple juice for export.

4. The main sub-committee of the Coordinative Group is elected from the members of the Coordinative Group and will, on behalf of the Coordinative Group, study the agreed price of the industry according to the market demand and coordinate the price based on that demand. It will inform the member companies and report to MOFTEC, the Customs General Administration, and the Guangzhou Price Information Center of the Customs General Administration for filing once the coordinative price is set.

5. The Association will organize regular coordinative meetings of the members of the Group and report the domestic production and international market situations and organize companies to go abroad to study, explore new markets, and strengthen foreign cooperation.

6. The Coordinative Group will coordinate transactions in the sensitive markets, if necessary.

7. The Coordinative Group on a regular basis will check on how exporting companies implement the agreed price, using the export statistics of China Customs.

8. The Coordinative Group will accept reports from member companies to investigate exports at lower than established prices and exert penalties on violators.

IV. Rewards and Punishments:

1. Rewards:

The Coordinative Group will reward and promote those companies which have strictly implemented the coordinative and administrative measures, never experienced any quality problems, and made great progress in exploring new markets and contributions to the exportation of apple juice.

2. Punishments:

Depending on the circumstances, the Coordinative Group will punish, either by circulating a notice of criticism or giving a warning to those companies which have encountered any of the following problems. For those committing serious violations, the Group will suspend or eliminate its membership after approval of the Association, or even report to MOFTEC for elimination of trading rights.

a. Not implementing the agreed price set by the industry and export at a lower prices;

b. Serious quality problems occur and have a negative impact on the market;

c. Violate other related regulations of the Measures.

V. Praise will go to those companies actively participating in defending against foreign anti-dumping and their export contracts should receive priority in issuance.

The coordinative measures will go into effect on 1 December 1999, after the approval of the members of the Coordinative Group.

1998 Apple Juice Concentrate Production in the Six Provinces and One City District				
Province	Factory Numbers	Combined Apple Processing Capacity (1)	Combined Apple Juice Concentrate Production	Average Production per Factory
Shandong	22	257	51,800	2,354.5
Shaanxi	17	112	24,000	1,411.8
Henan	4	60	10,800	2,700.0

Liaoning	6	60	1,300	216.7
Shanxi	4	30	3,000	750.0
Beijing (2)	1	5		N.A.
Jiangsu	1	5		N.A.
TOTAL	55	529	90,900	1,652.7
(1) Measured in Tons per Hour				
(2) City District				
Note: No official detailed production figures have been published since 1999.				
Source: China Food Industry Yearbook, 1999				

China Exports: Apple Juice Concentrate (HS 2009.7000) by Destination Volume (Metric Tons); MY 1999/2000, MY 2000/2001			
Country	MY 1999/2000	MY 2000/2001	MY 2001/2002*
United States	28,837	40,139	51,118
Netherlands	34,410	30,404	37,602
Japan	18,944	29,753	29,205
Australia	10,907	14,338	15,190
Germany	22,759	19,703	27,854
Canada	7,035	12,926	13,360
South Africa	5,499	2,691	2,139
Russia	2,512	10,380	21,540
Italy	4,217	0	238
Turkey	849	2,330	396
Taiwan	1,314	2,260	1,581
Great Britain	1,742	1,709	3,395
Poland	2,343	332	0
Romania	1,228	318	578
France	945	911	2,283
Mexico	213	1,013	490
Ukraine	2,546	62	0
Finland	940	599	2,125
South Korea	981	951	741
Austria	315	1,717	0
Israel	665	669	2,336
Sweden	523	80	292
Hong Kong	281	525	674
Spain	1,352	994	719
Denmark	527	142	420

Norway	0	158	139
Slovenia	258	40	21
Thailand	194	310	359
Saudi Arabia	110	264	516
India	77	212	327
Puerto Rico	76	154	0
Singapore	254	205	217
Mauritius	179	158	164
Kazakhstan	41	113	538
Malaysia	87	95	222
Dominican Rep.	42	62	0
Greece	20	59	733
New Zealand	59	98	984
Jordan	0	62	21
Ireland	79	20	0
Philippines	42	12	51
Argentina	0	59	0
Tunisia	0	38	39
Lebanon	0	19	20
Dominica	0	20	21
Egypt	0	19	39
Nigeria	0	0	44
Belgium	0	0	158
Trinidad	0	0	107
Vietnam	0	0	20
Benin	0	0	12
Mongolia	0	0	4
Uzbekistan	0	5	0
Indonesia	0	5	0
Panama	0	10	0
North Korea	0	2	0
Others	13	2	0
TOTAL	153,415	177,147	219,032
Source: China's Customs Statistics			
*: MY 2001/2002 statistics only cover July 2001 to April 2002.			

China: Selected Apple Juice Concentrate Producers

Province	Production (1)	Time Period
Shandong		
Shandong Zhonglu Company	50000	2001
Huitong Company	15000	1998
Yantai Northern Andeli Juice Co. Ltd.	30000	2000
Shandong Tianfu Group	13000	2000
Shaanxi Province		
Shaanxi Fruit Processing Factory	>5,000	2000?
Shaanxi Yaozhou Jinan Industry Co. Ltd.	6,000-8,000	2000?
Shaanxi Hengxing Fruit Juice Co. Ltd.	>50,000	2001
Xian Asia Qin Fruit Co. Ltd.	10000	2000?
Henan		
Sanmenxia Lakeside Fruit Juice Co. Ltd.	2360	1-6/2000
China Autumn Juice Co. Ltd.	20000	2000
Source: various (1) Measured in Tons		